

PROSPECT

Date: 28/05/2025

To,
Department of Corporate Services,
BSE Limited
P.J. Towers,
Dalal Street, Fort,
Mumbai - 400 001

Security ID: PCL

Security Code: 543814

Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Investor Presentation

Dear Sir/Madam,

In compliance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Investor Presentation.

This is for your information and record.

Thanking you,

**Yours faithfully
For, PROSPECT CONSUMER PRODUCTS LIMITED**

**Bhargavi Pandya
Company Secretary**

Encl: As above

PROSPECT CONSUMER PRODUCTS LIMITED (Formerly known as PROSPECT COMMODITIES LIMITED)

Office Address :
417, Sun Orbit, B/h. Rajpath Club,
Rajpath Rangoli Road,
Bodakdev, Ahmedabad,
Gujarat, India-380054

Factory Address :
Plot No. 4 & 5, New Ahmedabad
Industrial Estate, B/h Zydus Research
Centre, Moraiya-Sanand,
Ahmedabad, Gujarat, India-382213

CIN NO : L01400GJ2022PLC128482
FSSAI NO : 10020021005807
PAN NO : AAMCP5811D
GST NO : 24AAMCP5811D1ZM



PROSPECT

Prospect Consumer Products Limited
(formerly known as Prospect Commodities Limited)

H2 FY25
Investor Presentation



Company Overview

Established in 2022, **Prospect Consumer Products Limited** (formerly known as **Prospect Commodities Limited**), specializes in processing, exporting, and supplying natural cashew kernels to wholesalers in the B2B market, operating in Gujarat.

Under the brand name **DRIFRUTZ**, Prospect has earned recognition for its commitment to delivering premium quality cashew kernels across domestic and international markets.

In addition to their core product line, the company also offers various by-products derived from cashew nuts, including cashew husk, cashew husk pellets, and cashew shell.

With a dedication to maintaining rigorous quality standards, the company operates a state-of-the-art facility that ensures an end-to-end process geared towards meeting customer requirements.

Their sourcing strategy involves procuring the finest raw cashew nuts from trusted suppliers in African countries, South Asian countries, and within India.



Vision

To ascend as an industry leader, penetrating the retail sector and achieving excellence in both B2C and B2B markets



Mission

Drive evolution and expansion, delivering unparalleled products and services to retail and business clientele, fostering strong partnerships, and championing our unique brand identity.

As a customer-centric organization, Prospect Consumer prioritizes excellence in product quality and supply chain efficiency, making them a preferred choice for businesses seeking reliable cashew solutions.

“ In just a few years, Prospect Consumer Products Limited has evolved from a trading house into a premium Cashew processing and consumer brand powerhouse. Backed by a clear vision, a focus on quality and operational excellence, we have built a robust Domestic and International presence.

For H2 FY25, we delivered **43.11% growth in Revenue** and **40.51% increase in EBITDA YoY**, successfully achieving the performance benchmarks we had set for ourselves.

Strategic milestones like the Joint Venture with Africa Negoce Industries and our **Capacity expansion to 2,500+ MTPA** have significantly enhanced operational efficiencies and optimized costs, with plans underway to soon **double our production capacity to over 4,800 MTPA**. Through investments in automation and retail partnerships with Amazon, JioMart, and ONDC, we are driving sustained growth. Targeting a **40-45% CAGR** over the next three years, we remain anchored on diversified revenue streams, premium brand positioning, and agile supply chain management.



Mr. Vimal Mishra
Promoter & Managing Director

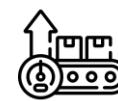
15 +
Year of Experience



2500+ MT
Current Capacity



New Hi-tech
machinery



Delivers excellence
Nationwide



FY24
Revenue : ₹ 24.27 Cr
EBITDA : ₹ 3.02 Cr
PAT : ₹ 1.73 Cr



35+
Products Available



New Joint Venture
Africa Negoce Industries



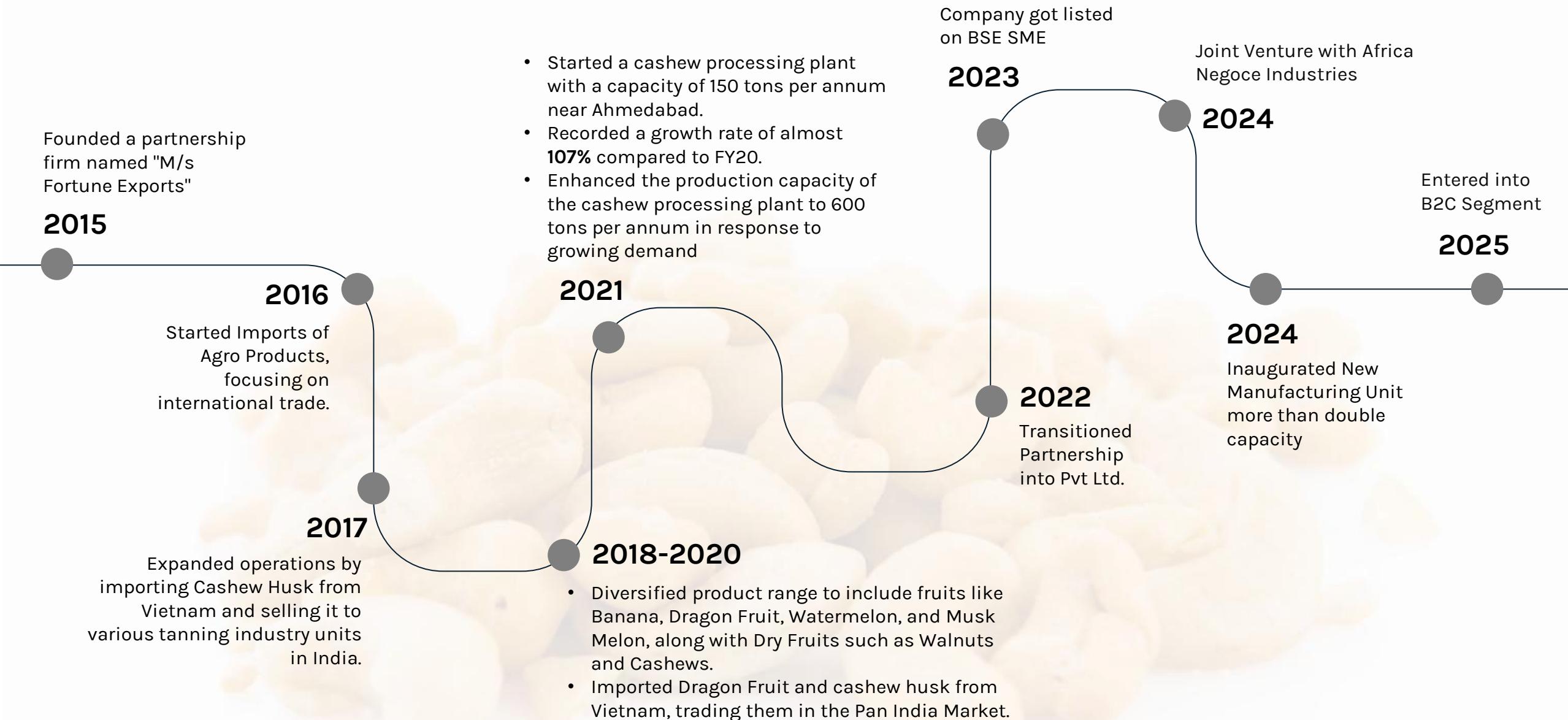
International
Quality Standards



B2C
Launched New Products



FY25
Revenue : ₹ 30.99 Cr
EBITDA : ₹ 4.25 Cr
PAT : ₹ 2.14 Cr




कृषि और प्रसंस्कृत खाद्य उत्पाद नियंत्रित विकास प्राधिकरण
AGRICULTURAL AND PROCESSED FOOD PRODUCTS EXPORT DEVELOPMENT AUTHORITY
(माणिन्य एवं उद्योग मंत्रालय, भारत सरकार)
(Ministry of Commerce and Industry, Govt. of India)
पंजीकरण-सह-सदस्यता प्रमाण-पत्र
REGISTRATION-CUM-MEMBERSHIP CERTIFICATE

मेरे / M/s. PROSPECT COMMODITIES LIMITED
417, SUN ORBIT, BEHIND RAJPATH CLUB, RAJPATH RANGOLI ROAD, BODAKDEV
AHMEDABAD
Gujarat
380054

यह प्रमाणित किया जाता है कि यह नियंत्रित नियमित विवरणों के साथ कृषि और प्रसंस्कृत खाद्य उत्पाद नियंत्रित विकास प्राधिकरण में पंजीकृत है :
This is to certify that the firm is registered with the Agricultural And Processed Food Products Export Development Authority, as per the following particulars :

1) उत्पाद विवरण: लिए पंजीकृत है (उत्पादों का विवरण पैरो दिया गया है) | Product for which registered (Products details given overleaf): 0203.0701
2) आई. ई. कोड / IECODE: AAMCPS811D
3) स्थापना तिथि / Date of establishment: 1/6/2022 12:00:00 AM
4) पंजीकरण संख्या / Registration No.: 227931
5) उत्पादक नियंत्रित/व्यापारी नियंत्रित / Manufacturer/Exporter: Manufacturer
6) मालिक/पर्यागदाता के नाम / Name(s) of Proprietor/Partner (s)/Director(s): VIMAL SURESHBHAI MISHRA, PRIYANKA VIMAL MISHRA, RIDHI BHARATKUMAR VASITA

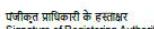
यह प्रमाण-पत्र पर्याप्त अधिनियम 1985 (1986 का अधिनियम संशोधन 2) में नियंत्रित गति के अधीन किया गया है।
This certificate is issued subject to the conditions laid down in APEDA ACT 1985 (No. 2 of 1986) of this Authority.

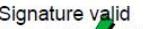
प्रमाण-पत्र मान्यता / This certificate is valid till: 04/08/2024
पंजीकरण की तिथि / Date of Registration : 05/07/2023



यह अंत तक इलेक्ट्रॉनिक रूप से जर्नरेट किया गया है।
This RCMC is electronically generated

सहृदय प्रियंका वाणी प्रति प्रमाण-पत्र
Terms & Conditions are mentioned on the next page.


पंजीकृत प्राधिकरण के हस्ताक्षर
Signature of Registering Authority


Signature valid

Digitally signed by CHANDRA SHEKHAR DUBEY
Date: 2023-07-05 10:06:50 IST
Reason: RCMC Certificate
Location: APEDA GUJARAT


Form C
Government of India
Food Safety and Standards Authority of India
License under FSS Act, 2006



अनुमति संख्या / License Number: 10020021005807 

1. Name & Registered Office address of Licensee / अनुमति प्राप्ति के पंजीकृत कार्यालय का नाम और पासा:
PROSPECT COMMODITIES LIMITED
417, SUN ORBIT, B/H RAJPATH CLUB ROAD,
BODAKDEV , Ahmedabad, Gujarat-380054

2. Address of Authorized Premises / प्राप्ति प्राप्ति का पासा:
SHED NO. 8, SADBHAV INDUSTRIAL PARK,
VILLAGE - DHAMATVAN, TALUKA - DASKROI,
DasKroi, Ahmedabad, Gujarat-382433

3. Kind of Business / कारोबार का प्रकार:
Manufacturer - General Manufacturing
Trade/Retail - Trader/Merchant - Exporter
Trade/Retail - Importer
Trade/Retail - Wholesaler

4. Dairy Business Details / दैरी कारोबार विवरण हैंतु : No

5. Category of License / अनुमति का रूप:
Central License

This license is granted under and is subject to the provisions of FSS Act, 2006 all of which must be complied with by the licensee. इस अनुमति का संका और मानक अधिनियम, 2006 के अधीन अनुमति की गई और इस अधिनियम के उपरोक्त के अधीन है जिसका अनुमति का अन्तर्गत किया जाना चाहिए।

Place / स्थान: FSSAI Mumbai
Issued On / दिनांक: 06-04-2023 (Modified License)
Valid Upto / वैधता: 04-08-2024 (For details, refer Annexure)

Designated Officer
Date : 06-04-2023 15:32:41
User Id : 108464
Verified through mobile: 96XXXXXX29
License Issued On : 06-04-2023 15:32:41

Annexures:
1. Product Annexure
2. Validity Annexure
3. Non-Form C Annexure
4. Conditions Of License

Note:

- Application for renewal of License can be filed as early as 180 days prior to expiry date of License. You can file application for renewal or modification of License by login into FSSAI's Food Safety Compliance System (<https://foscos.fssai.gov.in>) with your user id and password or call us at 1800112100 for any clarification.
- This License is only to commence or carry on food businesses and not for any other purpose.
- This is computer generated license and doesn't require any signature or stamp by authority.


Date: 05/02/2023 1:19:03

Created Date: 2023-05-01 10:58:53.0
Created by: pro20351

Registration Expiration Date: 2024-12-31
Registration Renewed Date:

Last Updated: 2023-05-02
Registration Status Reason: Initial registration

Registration Status: VALID
Is this facility engaged in the manufacturing/processing, packing, or holding of food for human or animal consumption in the United States?
 Yes No
Are you a fishing vessel engaged in processing (21 CFR 1.226(f))?
 Yes No

Section 1: Type of Registration

Facility Location: Foreign Registration
UPDATE OF REGISTRATION INFORMATION:
Registration Number: 10673910642 Pin No C0c8eJ4H
Are you the new owner of a previously registered facility?
 Yes No

Previous Owner's Title:
Previous Owner's Name:
Previous Owner's Registration Number:

Section 2: Facility Name/Address Information

Facility Name: PROSPECT COMMODITIES LIMITED	Telephone Number: 091 794 8000696
Facility Name Suffix: Limited Company	Fax Number:
Facility Street Address, Line 1: 417, Sun Orbit, Behind Rajpath Club Rajpath Rangoli Road, Bodakdev	E-Mail Address: info@prospectcommodities.com
Facility Street Address, Line 2:	Unique Facility Identifier (UFI):
City: Ahmedabad	
State/Province/Territory: Gujarat	
Zip Code (Postal Code): 380054	
Country/Area: INDIA	

How Does Prospect Stand Out: What Sets Them Apart?

PROSPECT



Optimized
Operations



Customer-
Centric Approach



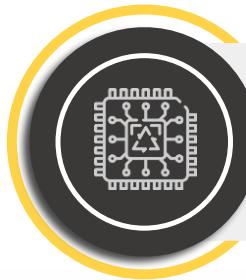
Commitment to
Quality



Investment in
technology and
product
development



Strategic
Financial
Management



Hi-Tech
Infrastructure



On schedule
delivery



Competitive Strengths:



Business Strategy:





Business Overview

Their product line features a range of premium-grade cashews packed in 10 KG tin pack, Bucket, vaccume, etc. offering various sizes and colors based on the nuts' grade.

"Majestic"
is the King of Cashew



160-180 cashews per pound.

Higher grade indicates healthier nut.

Higher grade enhances taste and nutrition.

"Luxurious"
grade is popularly known as
"Jumbo" nuts.'



190-210 cashew nuts per pound.

Scientifically nutritious, ideal for premium food

High protein and essential minerals.
0% Cholesterol.

"Delicious"
grade is a large, beautiful, white, whole cashew



220-240 cashews nuts/pound.

Scientifically nutritious, ideal for premium food.

Provides protein, essential minerals, and 0% cholesterol.

"Everyday"

Cashew the most Popular & highly demanded globally.



Highest availability among cashew kernels.

Scientifically nutritious, ideal for premium food production.

Provides protein and essential minerals.

Contains 0% Cholesterol.

Cashew Split



Cashew kernels split into two parts.

Retains original properties, taste, and flavor.

Used in desserts, cookies, chocolates, meals, or snacks.

Can be toasted, salted, or raw.

The company also sells cashew husk processed RCN and cashew nut shell, raw materials for CNSL Oil, used in industries like paint, oil, and laminates.



Cashew Husk

By-product of cashew nut kernel processing.

High fat and protein content.

Useful in animal feed, pigment industry, leather tanning, fuel burning, fertilizer and composting.



Cashew Husk Pellets

Processed using specialized machines to produce pellets.

Condensed into thick, cylindrical pieces for easy storage and transport.

High nutritional value makes them popular for animal feeds.



Cashew Nut Shell Liquid

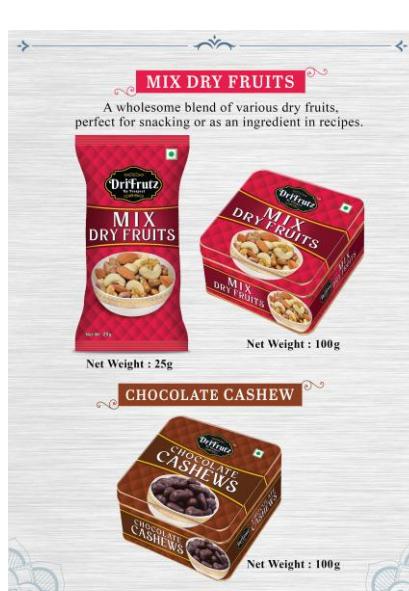
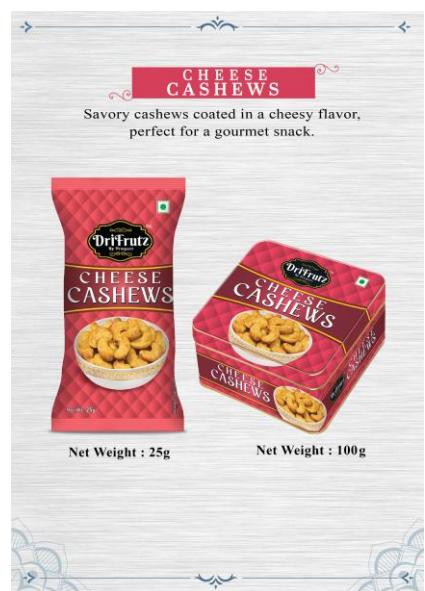
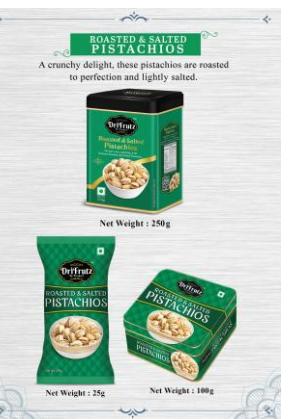
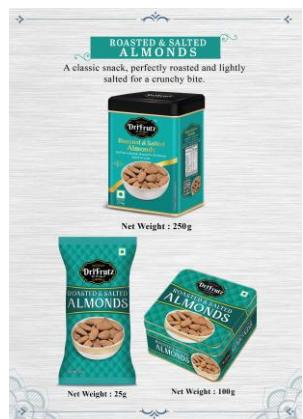
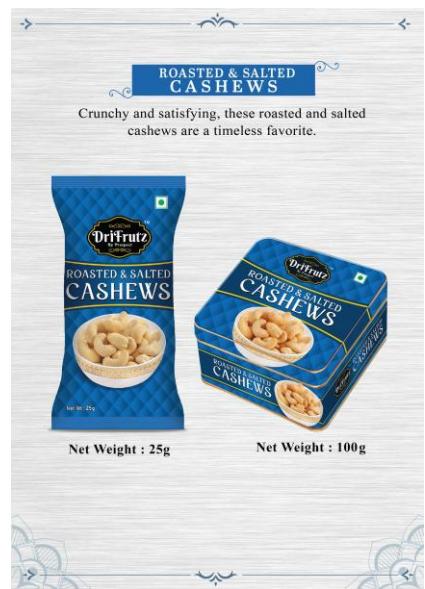
Features a 1/8 inch thick shell with a soft honey comb structure.

Inside is a dark reddish brown viscous liquid.

Known as the pericarp fluid of the cashew nut.

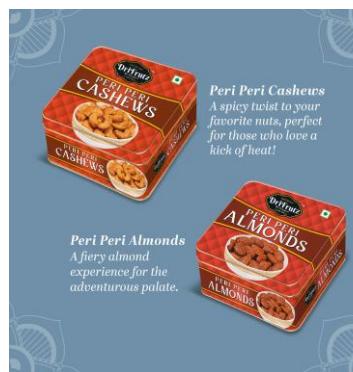
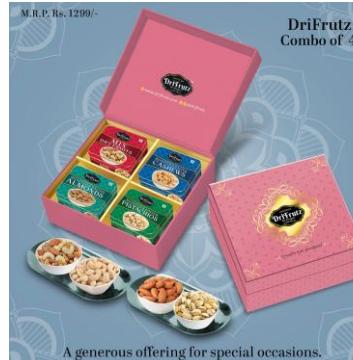
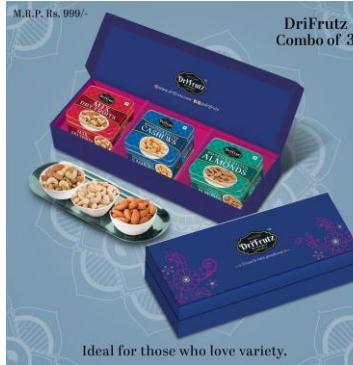
Unveiling New Products: Innovation at Its Best

PROSPECT



Introducing: The Perfect Gift Hampers Collection

PROSPECT



Brand Launch

Prospect introduces "DriFrutz", a curated line of premium flavored dry fruits, marking its foray into the Direct-to-Consumer (D2C) space.



Redefining Premium Snacking for Modern Consumers

Retail Presence

Strategic tie-ups with leading retail chains and expansion across online & offline platforms.

Margin Uplift

- Retail **pricing power** with wholesale B2B rates
- Value-added products (flavored variants) command premium pricing



Brand Visibility & Consumer Engagement

- Builds direct relationship with end consumers
- Enhances brand recall through "DriFrutz" identity



Economies of Scale

- Higher production volume **lowers** per-unit cost
- Better utilization of existing infrastructure and processing units



Market Diversification

- Expands** from B2B exports to domestic retail
- Taps into growing health-conscious snacking segment



Retail Network Leverage

- Collaborations** with leading retail chains boost reach
- Validates product-market fit via positive testing feedback

Revenue Acceleration

- New **Revenue stream** beyond cashew B2B exports
- Targets fast-growing FMCG snacking market with **high volume** potential



Manufacturing Location:
Changodar , Ahmedabad

Area of Manufacturing Unit:
10,700 sq. ft.

Installed Capacity:
2,500+ MTPA

Utilised Capacity:
1200 MTPA

Capable of processing
10,000/12,000 kg/day.

Capacity Expansion:
Double of the Existing capacity



Capacity Expansion Highlights

- Production capacity increased from **1,200 MT** to **2,500+ MT**
- Scalability built-in with potential to expand beyond **6,000+ MT**
- Responds to strong domestic and international demand
- Marks a key milestone in the company's strategic growth roadmap



Automation & Operational Efficiency

- Newly modernized facility equipped with advanced automation systems
- Manual processing requirements significantly reduced
- Achieving an optimized utilization rate of **75-80%**
- Workforce allocation optimized without compromising on quality standards

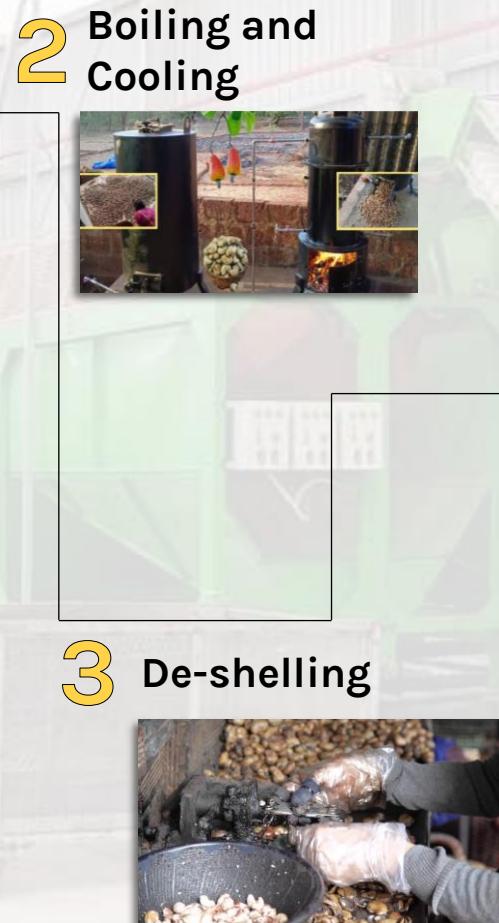
Strategic Outlook & Market Positioning

- Targeting a **40-45% CAGR** over the next 3 years
- Backed by sourcing network across Africa, South Asia, and India to ensure **raw material consistency**.
- Strengthened infrastructure supports long-term market leadership

Financial Impact & B2C Alignment

- Automation leads to lower operational costs and **better margins**
- Enables leaner operations and stronger cost structure
- Expansion aligns with **company's entry into the B2C segment**
- Positions Prospect for **higher profitability** across segments







Industry Overview

Over the years, India has emerged as the global processing hub for the cashew industry.

The India Cashew Market size is estimated at USD 2.40 billion in 2024, and is expected to reach USD 2.9 billion by 2029, growing at a CAGR of 3.80% during the forecast period (2024-2029).

In recent years, the cashew market has seen a rapid shift in the consumption pattern across India, primarily owing to flavored assorted cashew products occupying an increased share in the retail market space.

With increasing health consciousness, consumers are choosing to snack healthy, owing to which the demand for flavored cashews is rising in India.

However, the cashew market in the country is likely to be hampered as the local population prefers other lighter snacks, available at lower prices, for on-the-go snacking.

Increasing Demand for Healthy Cashew Snacks

The India Cashew Market is expected to grow due to increasing consumption of cashew-based snacks and ready-to-eat foods.

Cashews are a staple in Indian snacking, sweets, and cooking, particularly in Asian cuisine.

A study suggests consuming nuts can reduce coronary heart disease risk by 37%.

India Cashew Market

Market Size (In USD Billion)

CAGR 3.80%



■ 2024 ■ 2029

In 2018, the Basic Customs Duty on raw cashew nut was reduced to 2.5% from the previous 5%, and the Goods and Services Tax (GST) on the same was reduced to 5% from 12%.

As the cashew industry's domestic demand and exports are heavily dependent on imported raw cashew nuts, the Government of India has taken several steps to support efficient sourcing.

These include:

- Changes in import policy for cashew kernel (both broken and whole)
- Revision of the standard inputs output norms (SION) for cashew exports
- Approval of Medium-Term Framework scheme for process mechanization and automation of cashew processing units with a financial outlay of Rs. 60 crore (US\$ 8 million)
- Allowing duty-free import of raw cashew nuts under Duty-Free Tariff Preference (DFTP) Scheme from least developed countries (LDCs)
- The government has also extended financial assistance to the Cashew Export Promotion Council of India (CEPCI) for organizing buyer-seller meet (BSM) and participation in international fairs under Market Access Initiative (MAI) scheme, which supports tapping new markets.





Management Overview

**Mr. Vimal Mishra**

Promoter and Managing Director
17+ Years of Experience

He has completed Bachelor of Commerce from Gujarat University in the year 2006.

He has years of experience in different field like sales in charge, project manager and working with the logistic company.

He is Expertise in Negotiations, handling Operations, team building, Administration & Finance Sectors.

He handles the overall affairs of the Company

**Mrs. Priyanka Mishra**

Promoter, Chairman & Non Executive Director
10+ Years of Experience

She holds a Post Graduate Diploma in Business Administration, specialized in Finance management from Symbiosis Center for Distance Learning, Pune in the year 2009.

She has years of experience in the handling the Administration work, monitoring the Marketing and Financing team and motivates them to achieve the target industry in which the company is presently engaged.

Currently she is looking after Admin / HR Activities of the company along with Financial controller.

**Mr. Ketan Patel**

Manager (Marketing)
7+ Years of Experience

Ex. Smart Food Industries

**Mr. Mittal Rana**

General Manager (Plant & Operation)
11+ Years of Experience

Ex. AalidraCashew Industries, Pelican Industries

**Mr. Jigar Shah**

Manager (Accounts)
20+ Years of Experience

Ex. VadilalGroup
Hobby: Reading

**Mr. Nikhil Panagariya**

MIS & Reports
15+ Years of Experience

Ex. HDFC Bank Ltd., ICICI Bank LTD., IndusIndBank

**Mr. Rahul Chaturvedi**

Sales & Marketing
2+ Years of Experience

MBA-International Sales & Marketing
Retail Sales, B2C, Digital Sales

**Mr. Ronak Khambhati**

Finance & Complains
10+ Years of Experience

Ex. VishakhaRenewables Pvt. Ltd.



The Way Forward

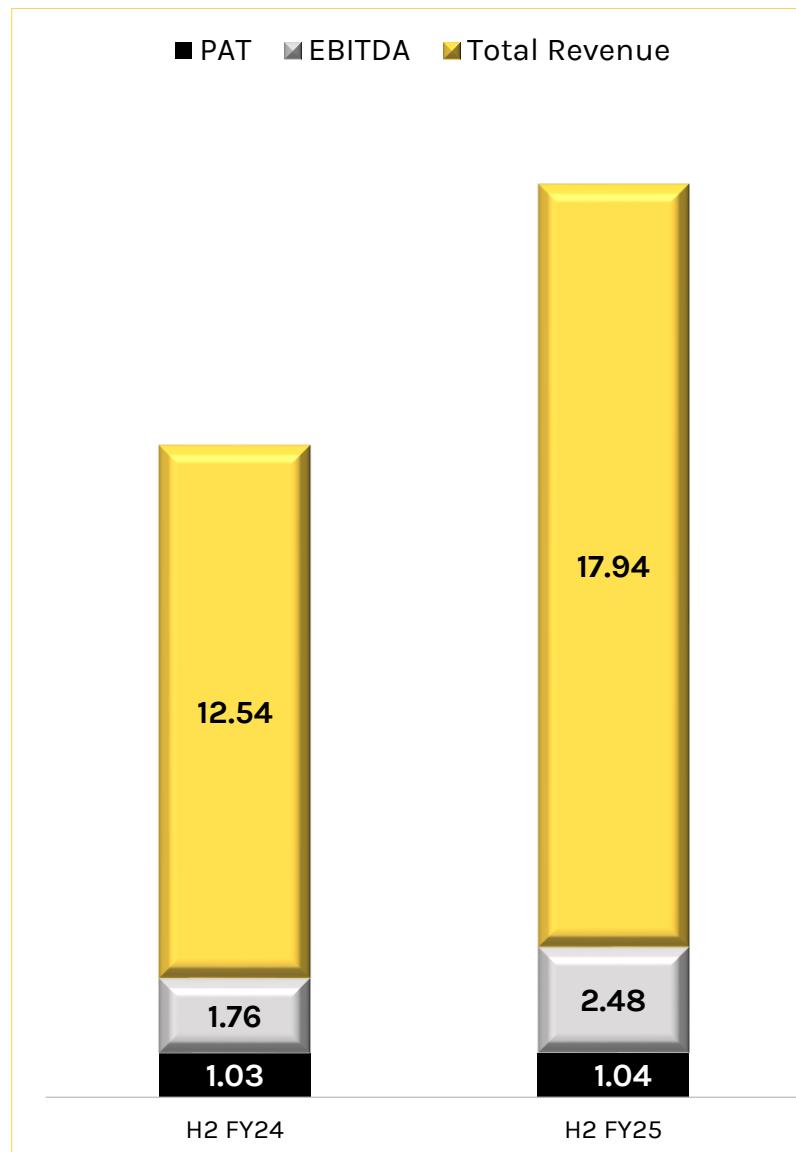
B2C: Retail & E-Commerce Expansion

- Partnered with Amazon, Jio-Mart, and ONDC for strong online presence.
- **Expanding** to Flipkart, Big Basket, Blinkit and quick commerce apps.
- Targeting ₹20,000 Crs.+ health snack market with focused marketing.
- Building an omnichannel retail model to boost repeat sales.





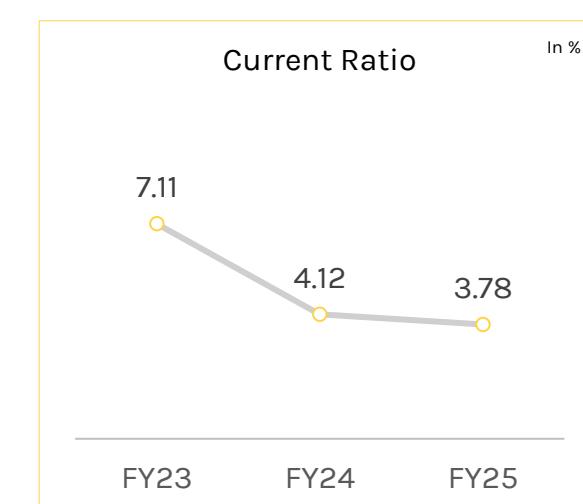
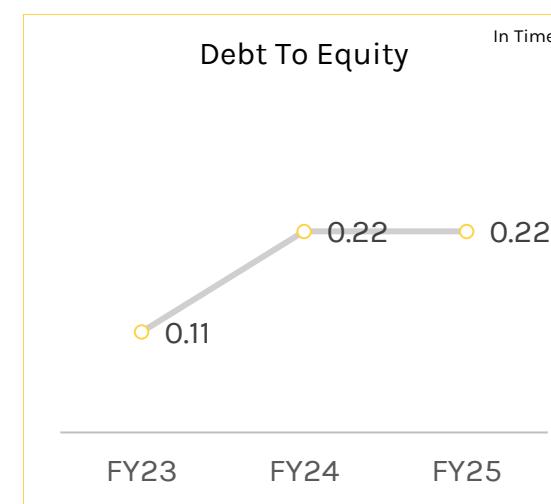
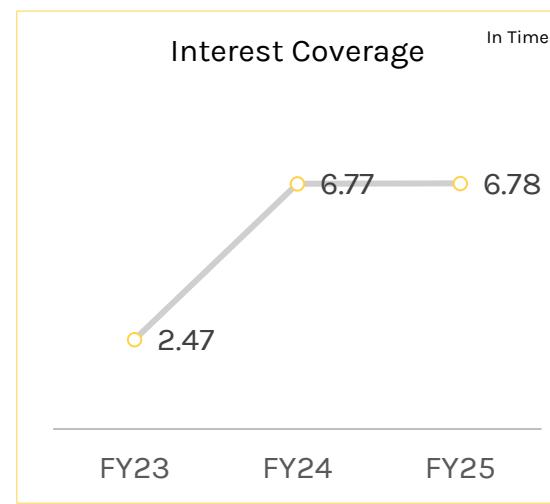
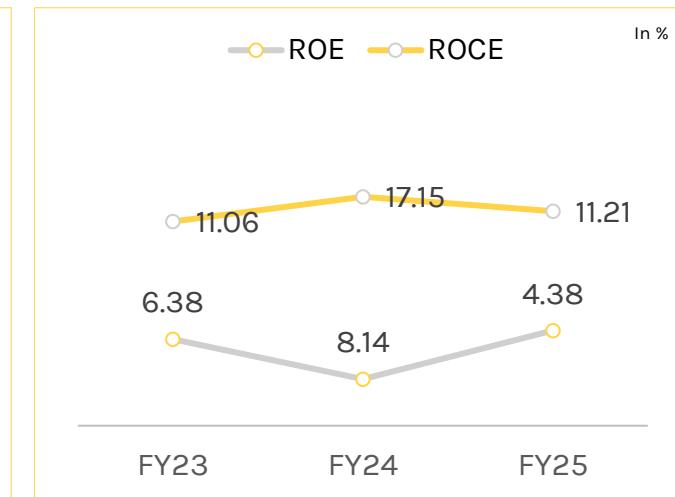
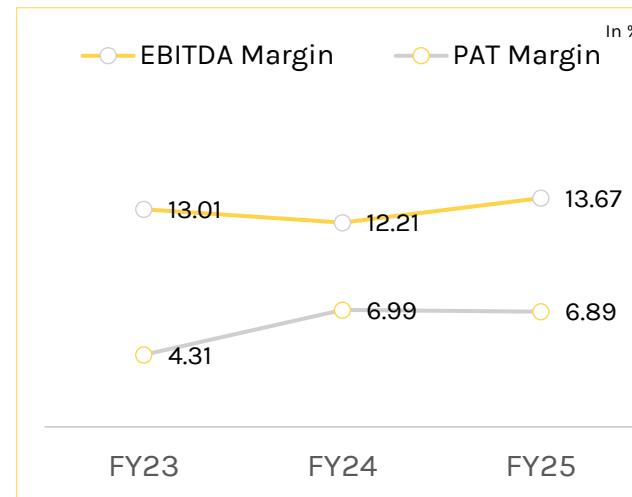
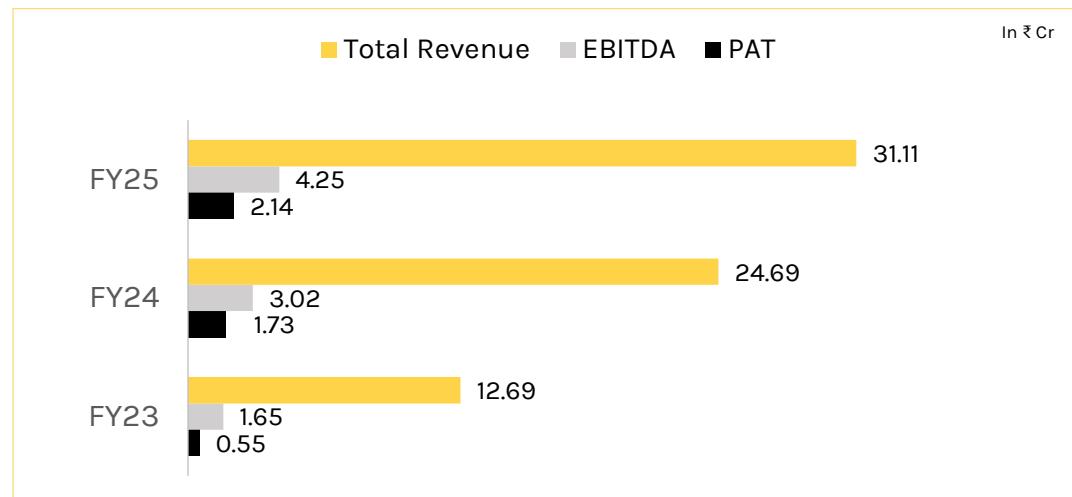
Financial Overview



Particulars	H2 FY25	H2 FY24	YoY Growth (%)
Net Sales	17.84	12.26	
Other Income	0.11	0.28	
Total Income	17.94	12.54	43.11
Expenses			
Raw material	14.46	9.55	
Employee Benefit Expenses	0.43	0.35	
Other Expenses	0.57	0.87	
Total Expenditure	15.46	10.77	
EBIDTA	2.48	1.76	40.51
EBIDTA(%)	13.81	14.07	(184 BPS)
Interest	0.32	0.24	
Depreciation	0.78	0.20	
PBT	1.38	1.32	4.60
TAX Expense (Including Deferred Tax)	0.34	0.29	
PAT	1.04	1.03	1.12
PAT (%)	5.80	8.20	(292 BPS)
EPS(₹)	4.03	2.51	60.56

Key Financial Metrics

PROSPECT



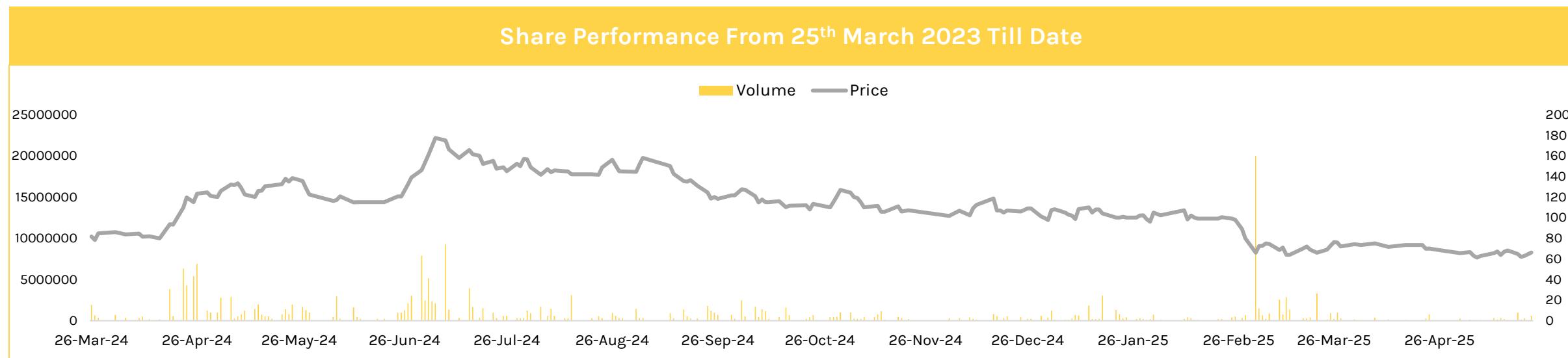
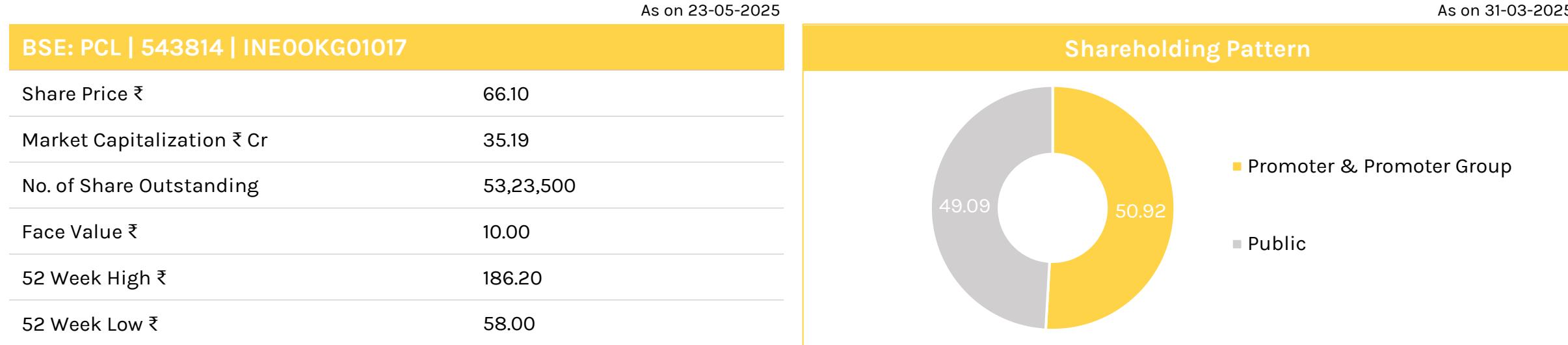
In ₹ Cr

Particulars	FY25	FY24	FY23
Revenues	30.99	24.27	12.69
Other Income	0.12	0.42	-
Total Income	31.11	24.69	12.69
Raw Material Expenses	24.75	18.94	9.73
Employee costs	0.78	0.70	0.33
Other expenses	1.32	2.03	0.98
Total Expenditure	26.86	21.68	11.04
EBITDA	4.25	3.02	1.65
Finance Costs	0.48	0.39	0.31
Depreciation	0.98	0.37	0.54
PBT	2.79	2.26	0.80
Tax	0.65	0.53	0.25
PAT	2.14	1.73	0.55
EPS	4.03	4.22	4.53

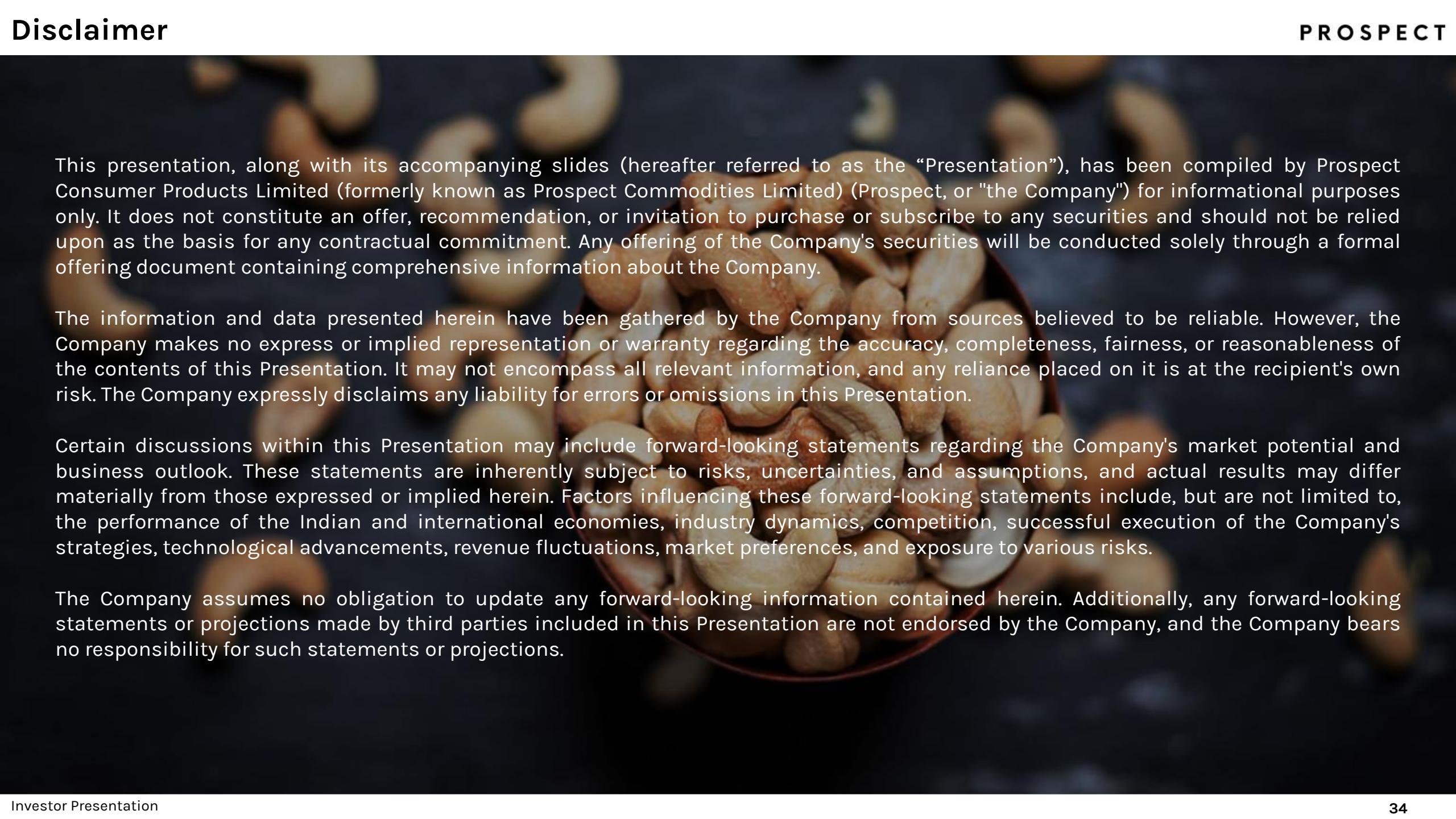
				In ₹ Cr			
Equities & Liabilities	FY25	FY24	FY23	Assets	FY25	FY24	FY23
Equity	5.32	4.09	4.09	Non Current Assets			
Reserves & Surplus	17.32	8.52	6.80	Fixed assets	3.75	1.06	1.14
Net Worth	23.95	12.61	10.89	Non Current Investments	0.27	0.01	-
Non Current Liabilities				Other Non Current Financial Assets	-	-	-
Non Current Borrowings	0.35	1.10	1.11	Deferred Tax Assets (Net)	0.27	0.15	0.08
Total Non Current Liabilities	0.35	1.10	1.11	Other Non Current Assets	0.34	0.19	0.08
Current Liabilities				Total Non Current Assets	4.36	1.40	1.29
Current Borrowings	4.88	1.72	0.14	Current Assets			
Trade Payables	1.70	1.71	0.73	Inventories	9.33	5.54	1.75
Short Term Provisions	0.60	0.50	0.54	Trade receivables	8.72	5.57	6.12
Other Current Liabilities	0.00	0.01	0.35	Cash & Bank Balance	1.67	0.70	1.71
Total Current Liabilities	7.18	3.94	1.75	Other Current Financial Assets	6.42	4.04	2.63
Total Liabilities	31.48	17.66	13.75	Other Current Assets	0.99	0.42	0.25
				Total Current Assets	27.12	16.26	12.46
				Total Assets	31.48	17.66	13.75

In ₹ Cr

Particulars	FY25	FY24
Cashflow from Operations	(3.16)	(0.21)
Cashflow from Investments	(3.67)	(0.32)
Cashflow from Financing	7.80	(0.49)
Net Cash flow	0.97	(1.01)
Opening Cash & Cash Equivalent	0.70	1.71
Closing Cash & Cash Equivalent	1.67	0.70



Source: BSE



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